my way to a big office furniture stora, where I was greeted by a "pasty-faced"

fellow about my age.
"I want to see a, he furniture, please."
"What kind do you want?" he asked.

"Let's see a desk, to begin with."
He led the way to where three rolltop desks were lined against the wall-

"Here's a bargain in deaks, only \$75-

we only have these three left—they are 60 by 28 feet, three plain drawers,

one double for vertical file and one parts

tioned for stationery; center backlock cabinet, vari-sized paper racks, pen rests,

flush on it that showed I'd got home.
Francis was quite interested in it-

Acerwood Tutoring School

metts the needs of children who require individual instruction to advance in school work. Excellent care for physically weak and undeveloped children. Manual work sardening, athlettes. Onto the control of the control

Miss Devereux, Principal BOX A. DEVON. PA.

Learn

Berlitz School

1541 Chestnut Street

Entrance on 16th St.

By the Berlito method the Students learn not only to read and write but especially to understand and to speak the foreign Lan-

TRIAL LESSON FREE

TRIAI. LESSON FREE
Terms of Lessons may begin at any time.
SHONTHAND AND BOOKKEEPING
Our graduates are in constant demand. Good
naving positions await you. Greg Shorthand, the easy eyedy system. Complete
tight classes, Intensive training.
Enroll any time. Call or write
for full particulars and estator.

PHILA. RUSINESS COLLEGE
and College of Commerce
1017 Chestont St., Philadelphia

Palms Business College 1711 Chest

PRIVATE LESSONS, Languages, Mathematics, English; Elements of Authorably specialty. Miss Wildman, 1630 Race.

STRAYER'S The Hest Business School 807 CHESTNUT ST.

Spanish tmerican School, 1524 Chestnat Learn French and Force to the Front.

WALTER PFEIFFER

title knowledge.

CAUSES RISE IN CORN

Offerings Readily Absorbed Close Is Barely Steady, With and Close Is Strong-Trade In Oats Narrow

GRAIN BELT WEATHER FORECAST Chirago. Dec. 4.—Illinois — Mostly may and unsettled north; fair south ideal and threaday, the south of the s

northwest.

Iown-Mostly cloudy tonight and Thursday; warmer tonight.

North Indexta—Part cloudy tonight and Thursday; cooler Thursday.

Neithneke—Fair tonight and Thursday; warmer north and central tenight.

Kanaga—Fair tonight and Thursday; warmer tonight.

Mantana—Mostly cloudy tonight and flursday; probably rain west of the Niceles.

Wyoming—Partic cloudy tonight and Sivide. Wyoming-Partly cloudy tonight and Thursday: probably rain or snow east and northwest; colder.

Chicago, Dec. 4. Unofficial reports that the price for the feeling with regard to the good hogs in January had been fixed at \$17.50. Situation appeared to be a little better. brought about extensive covering by shorts in corn today, as well as new buying, and sent the market up sharply after it had been erratic.

The market was finally barely steady at a net advance of 40 points to a de cline of 25 points.

Yes. Today's close onen Mich. Low Law.

Contrary to general expectations, the distribution of the contrary to general expectations and the contrary to general expectations are contrary to general expectations. Contrary to general expectations, the start was higher, although traders were had virtually concluded negotiations for large amount of grain in Argentina Later, bearish sentiment asserted itself and values weakened under seiling by the nit crowd. The offerings were absorbed, lowever, and the close was strong. Trade in oats was marrow, but the market ended firmer in sympathy with corn after it had been easier. Local brokers sold throughout the morning, and when they tried jo cover they had to bid prices up.

Premiums for the cash article were better, but export offers were out of line. Receipts were somewhat lighter and the out-movement continued liberal on old sales. Offerings from the country were small. The visible supply is large.

When york, Dec. 4.—December—Newman and W.C. Hicks bid; Russell and Cohen offered.

January—Keiffer, Figgatt, Brunett, Film, Mitchell and Downs bid; W. Gumeens, F. Hartcorn, Royce, Stein-bacher, Brooks, W. Gumeens, Johnson, Sigel, Frederickson, Rosenberg, Jones, C. Gumeens, Waters, Beardsley and Monler bid; Sellar, Abraham, Kleffer, McGhee and Mitchell offered.

May—Guild, Frederickson and Sellar bid; Royce, G. Gumeens, Newman, F. Hartcorn and Smith offered.

July—W. Gumeens and Sellers NEW YORK, Dec. 4.—December—Newman and W.C. Hicks bid; Russell and Cohen offered.

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March—Steinbacher, Brooks, W. Gumeens, Johnson, Sigel, Frederickson, Rosenberg, Jones, C. Gumeens, Waters, Beardsley and Monler bid; Sellar, Johnson, Sigel, Frederickson, Rosenberg, Jones, C. Gumeens, Newman, F. Hartcorn, Royce, Steinbacher, Brooks, W. Gumeens, Johnson, Sigel, Frederickson, Rosenberg, Jones, C. Gumeens, March—Steinbacher, Brooks, W. Gumeens, Johnson, Sigel, Frederickson, Rosenberg, Jones, C. Gumeens, Waters, Beardsley and Mo

large.
Winter wheat growth in the Southwest is reported so heavy as to necessitate pasturage or mow g to keep it below the first joint. Everywhere through the winter wheat belt conditions appear to be entirely favorable, according to the Price Curred:
Leading futures ranged as follows:
Corn (new delivery)

Open High Low Close close 1 304 1 384 1 204 1 32 1 1 304 1 1 305 1 33 1 204 1 32 1 1 304 Tata 20.40 20.47 20.25 20.40 126.85 May 20.45 25.16 25.46 25.77 125.48 .26.10 26.47 26.25 26.40 126.85

d. 18.40 48.05 48.15 48.05 48.05 47.50 57.00 47.00

Bank clearlings

Bank clearling today, compared with cortesponding day last two years:
1018

Phila 371.140.347 861.290.348 552.202.741

Nr Tork 064.054.112 572.029.811 718.471.720
Roston 5 408.019 44.344.804 48.050.885

St. Louis, 29,552.117 27.681.735

FOREIGN EXCHANGE York, Dec. 4.—The market for exchange was dull and not par-y interesting today. The tone,

cutarly interesting today. The tone, overver, was comparatively steady. Quotations were:

10 mand sterling 4.75%, cables 76 7.16; sixty-day bills, nominally, 12%; ninety-day bills 4.71%, Pranc cables 5.45, checks 5.45%. Lare cables 6.35, checks 6.36. Swiss cables 4.93, checks 4.96. Guilder cables 4.2%, checks 4.15%. Pesetas cables 19%, checks 28.20, Christiania cables 27.70, checks 27.40. Copenhagen cables 28.50, checks 27.40. Copenhagen cables 28.50, checks 26.50, Russian currency opened quiet at 18%

EXTENSIVE COVERING | COTTON GETS WEAK AFTER FIRM START

> Prices 40 Points Up to 25 Points Off

COTTON BELT WEATHER CONDITIONS New York, Dec. 4.—The following temperatures were recorded in the cotton belt this morning:
Abilene, 32: Nashville, 34: Knoxville, 38: Oklahoma, Fort Smith and Chattanoers, 40; Shrevenort, Memphia, Atlanta and Wilmington, 42: Meridian and Macon, 44: San Antonio, Corpus Christi, Vickaburg, New Orleans, Pensacola and Jacksonville, 46: Gaiveston, Little Rock, Charleston and Savannah, 48, and Tampa, 56.

New York, Dec. 4. Demand for cotton slackened in the last half of the session today and the market weakened after it had been firm in the foremoon. The falling off in the new speculative buying power left the list sensitive to realizing sales. Sentiment appeared to be bullish with eference to developments after the turn of the year, but noncommittal as to immediate price movements.

The feeling with regard to the goods The market was finally barely steads

Test Today s Close open High Low Last 26.65 26.60 27.50 26.80 27.05 26.60 25.80 24.72 28.65 27.05 24.75 24.80 25.45 24.75 24.00 24.75 24.80 25.45 24.75 24.00 24.85 24.00 24.58 28.68 28.72 24.16 24.15 22.60 21.85 21.85 24.16 24.15 22.60 21.85 21.85

Cotton Buyers and Sellers

Liverpool Cotton

Liverpool, Dec. 4.—Spot cotton was qu'et and prices were firm on the basis of 21. Old for middling. The sales amounted to 1990 bales. The receipts aggregated 38,000 bales including 23,800 bales Americans. Futures opened quiet. Spot prices were: American, middling fair, 22,83d; good middling, 21,64d; middling, 21d old; low middling, 19,96d; good ordnary, 18,44d; ordinary, 17,91d.

NEW YORK COFFEE MARKET

New York, Dec. 4.—Discussions of the changes announced by the food administration in coffee trade regulations continues to be the main topic among coffee exchange brokers, and there seems to be a considerable divergence of opinion as to the advisability of reopening the exchange, so long as there are any restrictions whatever still hanging over the market.

The trade now awaits the special meating of exchange members called for

GOLDFIELD STOCKS MISCELLANEOUS

Refined Sugars Unchanged der cables 42 %, checks 41 %.

tias cables 19 %, checks 19.80.

kholm cables 28.50 checks 28.20.

stiania cables 27.70, checks 27.40.

shinagen cables 26.80, checks 26.50.

sian currency opened quiet at 18 %

the demand continues good with supplies ample. Raws are unchanged at 6.055c for 96 centrifugals.

PHILADELPHIA MARKETS

CRAIN AND FLOUR

HEAT—Receipts, 137,632 bushels. The left ruled firm. The autotations were interested for the content of the superior of the content of the

PROVISIONS

FRESH FRUITS

Demand was only moderate, but values were steadily maintained on choice fruit of most descriptions. Quotations: Apples. New York per bbi.—Fail Pippin. \$4.60.5. New York per bbi.—Fail Pippin. \$4.60.5. New York per bbi.—Fail Pippin. \$4.60.5. New York per bbi.—Ben Bavis. \$4.60.5. New York per bbi.—Ben Davis. \$2.50.6. 4.50. Gano. \$2.50.6. Apples. Pennsylvania and Virginia. per bbi.—Ben Davis. \$2.50.6. 4.50. Gano. \$2.50.6.4.50. Stayman Winesap. \$4.67.50. York Imperial \$4.66. Apples. per \$4.67.50. York Imperial \$4.66. Apples. per \$4.67.50. York Imperial \$4.66. Apples. per \$4.67.50. Lemons. per box. \$1.20.4. Oranges. Florida. per estrap. \$8.69. Grapefruit. per box. \$2.64.25. Crapherries. Jersey. per bush. box. \$2.64.25. Crapherries. Jersey. per bush. box. \$2.64.50. Go. do. per bbl., \$9.614. PROVISIONS

market ruled firm with a fair jobemand and some kinds were higher,
uotations follow: City or western
sets, smoked, 48c; city beef in sets,
48c; city beef in sets, smoked and
ed, 39c; western beef, knuckies and
a smoked, 49c; beef hams, 48c; pork,
3248935; hams, 8, P, eured, loose,
4c; do, skinned, loose, 37 9737 yc; do,
oked, 39c 39c; other hams, smoked,
tred, as to brand and average,
tred, as to brand and average,
do, boiled, boneless, fixer plants shoulfixer, and the set of the set of the set of
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VEGETABLES

VEGETABLES—Choice stock sold fairly and the market ruled firm with prices of cabbage slightly higher. The quotations were as follows: White potatons. Eastern Shore, per bbl.—No. 1, 3303,75; No. 2, 3283; do. Norfolk, per bbl. \$3,25; do. Jersey, ner % bu, basket—No. 1,75@90c; No. 2, 4625 do. do. Norfolk, per bbl. \$3,25; do. Jersey, ner % bu, basket—No. 1,75@90c; No. 2, 4625 do. do. No. 1, per 100 ibs. 3,10; do. No. 16, per 100 ibs. 16, per 100 ibs. No. 2, 4803,50; do. Delaware and Maryland, bushel hampers—No. 1, 120,210; No. 2, 14, 4625,50; cabbage, Danish, seed, per 100, 135@35; onions, yellow, ner 100-ib bag—No. 1, \$1,15\$1,60; No. 2, 100,00c. REFINED SUGARS rket was quiet but firm on a basis fine granulated. DAIRY PRODUCTS

GENERAL HAULING BONDED CHAUPPEURS RELIABLE MEN

10 NEW, GIANT TRUCKS

7, 3 and 5 Ten

Stake and Van Bodies

Best Service in Philadelphia

Special Rates by Day or Weel

MIDDLE CITY

TRANSPORTATION CO., Inc.

GOSSIP OF THE STREET WILSON SPEECH EASES TENSION

Relieves Feeling of Uncertainty and Encourages Business, Is Bankers' View

The atmosphere of the financial district yesterday was very different from that of Monday, before the President delivered his address to Congress. Perhaps no state paper issued by the President inspired less discussion among bankers and brokers. It was generally conceded that the effect of the address on business generally was good, that it was business generally was good, that it was conservative, and contained nothing radical which would tend to upset business

or produce bitter controversies. The Spain. principal point made by a well-known banker in this connection was that the address had been made, and the feeling of uncertainty which had prevailed for several days had been dispelled.

sensing the feelings of the people.

final settlement of the railroad question will be on the regional system, along the lines of the Federal Bank system: n fact they see in the regional system a often to thwart enterprise on a big scale commensurate with the size of the country. The regional system, they main-tain, will act as the buffer between the States and Federal direction.

Prospective Successors To McAdoo One of the subjects discussed yester-day in the financial district was the successor to Mr. McAdoo as Secretary of the Treasury. The name of Paul War-burg was on every one's tongue as the ablest man in the country, but on ac-count of his family affiliations. count of his family affiliations it was not believed he would be named. Carter Glass seemed to be the next most likely nominee, but one banker who has recently been closely affiliated with Federal Reserve Bank matters said that in his opinion—and he confessed he was alone in it—Louis Franklin, one of the present assistant secretaries of the Treasury, would probably be the man. This banker spoke of bim as next to Paul Warburg in capability as a

The stock market developed a very strong undertone yesterday, some said on the strength of an early removal of

MONEY-LENDING RATES

**MEW YORK—Money on call, mixed collateral, ruled all day at 6 per cent.

**Prime bank acceptances are moderately active at 4% 64% per cent for prime members bills: 47-166% 45-16 per cent of per cent on ineligibles.

There are occasional transactions in prime mercantile paper at a minimum of 6 per cent.

**Call loans on prime bank acceptances are moderare and bank acceptances are moderated by acceptance and bank acceptance are moderated by acceptance and bank acceptance are moderated by acceptance and bank acceptance and bank acceptance are any resure than a prime member of the per cent of per cent on ineligibles.

There are occasional transactions in prime mercantile paper at a minimum of 6 per cent.

Call loans on prime bank acceptance are defined by the local spot of the cent.

Call loans on prime bank acceptance are defined by the local spot of the local sp investment houses in this city that was largely insuramental in its origin. As a matter of fact it had performed no services during its brief existence with the single exception of an attempt to loan several million dollars to the Port-

a ancompare anco

Locust 4487

proved by the War Finance Corporation the armistice had been signed and the war board refused to grant the loan.

Some financiers, when discussing the dissolution of the Essential Industries Finance Corporation, said that it indicates an early breaking up of the capital issues committee and the approaching removal of all artificial interference with the natural laws which ference with the natural laws which govern the conduct of business, whether

financial or commercial.

A dispatch from New York to the effect that the money committee of the New York Stock Exchange had under consideration the removal at an early

Bank Opens Foreign Branches That the National City Bank would soon open branches in Switzerland, Spain, Holland and Belgium was announced yesterday. It has opened three additional branches in South America.

One of the branches is at Rosario, the one well-known broker said that in his opinion the address was more remarkable as to what was unsaid rather markable as to what was unsaid rather second port in importance to Buenos Alres. Rosarlo's exports in 1913, the latest normal year of commerce, were markable as to what was unsaid rather than what was said, and in it he saw \$170,000,000 exported through Buenos the wonderful gift of the President for Aires. Rosario heavily exports Argenkeeping his car to the ground and tine grain, having shipped 2,318,951 tons sensing the feelings of the people.

Some bankers profess belief that the Summary of the railroad question will be on the regional system, along the lines of the Federal Raph switch than \$200,000 that something more he lines of the Federal Raph switch than \$200,000 that something more he lines of the Federal Raph switch than \$200,000 that something more here. than \$300,000,000 that came in through

Buenos Aires.

The other Argentine banking house will be technically a sub-branch of the Bucnos Aires branch, but will be completely equipped for full service.

In giving out the statement President Vanderlip said he thought the develop-ment of United States foreign trade would doubtless afford opportunities for attractive employment to army officers and soldiers who had experience in bank

SECURITIES AT AUCTION The following securities were sold a auction today by Barnes & Lofland:

Shores
12 Northeast Pennsylvania Radroad
Company
5 licurance Company of State of
Pennsylvania nar 1100
2 Philadelphia Germantown and
Norristwa Radroad Company
per 500
5 Swarthmure National Bank 182
30 Franklin Institute of Philadel
phia first class
20 Northwestern Trust Company
par 150
1 Second and Third Streets Passenger Hallway Company
256 par 150
1 Second and Third Streets Pansenger Ballway Company.
7 United Gas and Electric Corporation, first preferred; par 1100.
25 Mutual Trust.
100 Empire Trust.

BONDS

5000 Georgia and Florida Railwry
Company, 5 per cent, first
mortgage, coupons May and
November, due 1050, (Coucoupons from May 1, 1915, actuched)

15000 St Petersburg and Guif Railway
Company, 6 per cent, first
mortgage, sinking tund, coupons February and August,
due 1927 Lot \$10,750
2009 United States Public Service, 6
per cent, first Hen, coupons
February and August, due
1929

1000 Equitable Hiuminating Gas
first mortgage, coupons Januery and July, due 1928.

12000 Equitable Hiuminating Gas
Light Company, 5 per cent,
first mortgage, coupons Januery and July, due 1028.

25000 Lehigh Valley Coal Company, 6
per cent, first mortgage, coupons January and July, due
1038

1000 Northeast Pennsylvania Railfroad Company, 5 per cent,
first mortgage, coupons April
and October, due 1920.

500 Consumers Brewing Company,
i per cent, due 1938 (certificate of deposit); 3 shares
stock; 2 shares Commercial
National Bank (in Equidaion)

dsmobile SETS THE PACE

Announcing

the latest models at new

Peace-time Prices

New Model 37—Sedan and Coupe

\$1895 F. O. B. Factory

Model 45—Eight Cylinder Types

\$1700 F. O. B. Factory

Model 37-Six Cylinder Touring

and Roadster

\$1295 F. O. B. Factory

The same quality that has made the OLDS famous

All models ready for delivery

Larson-Oldsmobile Company

231-33 North Broad Street

icocococococococococococococ

Replace the Old Unsanitary

Wooden Seat

with a beautiful, snow-white, ivory-finish Sani-Seat. Will not crack, split, craze or lose its finish like a

wood seat. Uninjured by dampness, liquids, etc.

Its extraordinary durability makes it an economical investment. Improves the appearance of the bath-room. GUARANTEED FIVE YEARS. Ask

our plumber. Request a copy of the booklet— The Influence of the Home."

WOODWARD-WANGER CO.

1106-08 Spring Garden St., Philadelph

21st Year

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Race 2140

PARCEL POST Leg Comfort

CHICAGO BUTTER AND EGGS

Financial Briefs

Hughes & Dier have prepared for gratuitous distribution, a statistical table on the leading producing and junior copper stocks, containing complete data on production, carnings, ore piete data on production, carnings, ore preserves, dividends and other integrated with the regulations of the postoffice devices the production of the produc reserves, dividends and other important points of information. The compilation also contains a copper metal price range table, showing high, low and average

PORT OF P ILADELPHIA

price of copper at New York from 1860 to 1918, inclusive, and a table of divi-dends paid by the copper companies mentioned in the statistical chart.

At a meeting of the Ninth National Bank directors teday John G. Sonneborn was elected a vice president. He will continue also in the office of cashier. Charles B. Conn was appointed assistant cashier.

LIVESTOCK QUOTATIONS

For the four months to December 1, the Boston Elevated Railway's revenue increased \$936,495, or 15 per cent, as a result of the 40 per cent increase in fare to seven cents. REEDY ISLAND The Goodyear Tire & Rubber Company for the year ended October 31, reports net profit of \$15,388,190, against \$14,044,216 in the preceding year.

High water 10,482 am High water 6,200 m High water 8,200 m

Sir Liege (Heig), Masure, Europe, Italiani, Galley Davis & Co., Str. Nicholas Conco (Nor.), Hansen, Port Antonio, fruit, Atlantic Pruit Co., Str. Larimer, Pohl, Port Arthur, petroleum, Guit Rethning Car, quartermaster, Rir Greclan, Page, Boston, Busieners and mdes, Merchants and Miners Trans Co., Str. Ericeson, McNamee, Haltimore, passengers and mdse Ericson Line. ARRIVED

LIVESTOCK QUOTATIONS

Chicago, Dec. 4.—HOGS—Receipts, 24,000 head. Steady to 10c higher than yearerday's swerzer. CLEAREII

Str. Venuschar, (Br.) Porteous. Barrow, betterior, common and might packing, 117,204 inc. (CLAREII)

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Str. Venuschar, (Br.) Porteous. Barrow, and the str. (Br.) Inc. (CLAREII)

East Buffalo. Dec. 4.—CATTLE—Receipts, 3000 head. Dull. Caivez, receipts, 125 head. Steady, 46 201.

Hoos—Receipts. Bloo head. Steady. Heavy, mixed and yorkers, \$17.80, light, \$15.50 and hiss \$16.756 ft7: roughs, \$15.50 and hiss \$16.756 ft7: roughs, \$15.50 and his \$16.756 ft7: roug

ings, \$76 11.00.
theor. 19.23 0.50.

Kansas City, Dec. 4.—CATTLE—Receipts, 18.000 head, Steady to strong.
HOMS—Receipts, 3000 head, Active and HOMS—Receipts, 3000 head, Active and Homes Type Tork Norfoli.

Meslia New York Bordeaus, Dec. 3.

Meslia New York Bordeaus, Dec. 3. Mesia New York Screeaus Dante Alighieri New York Greeaus Veishmen Portland Livernoot Prita Portland Livernoot Prita Portland Pow Orleans Viloth Entituore Sew Oranie Ship Spungradimore Montevideo Ship Spungradimore Montevideo South Chama, Dec. 4.—HOGS—Receipts, 22,500 head; 10c lower. CATTLE Receipts 9500 head. Strong 10% the higher. SHEEP-Receipts, 13,500 head. Stendy to

Chicago, Dec. 4.—BUTTER—Receipts, 1469 tubs. Unchanged. ERRIS—Receipts, 5848 cases. Unchanged.

PLAN TO MAIL GIFTS ABROAD Forward to Individuals

Edward C. Dixon, representing the war trade board here, announced today that there has been Issued to the post office denartment.

that there has been issued to the post office department a special license, to permit the exportation by mail of Christ-mas gifts to individuals in the United Kingdom, France, Italy and Belgium and their colonies, possessions and pro-Seeley's Adjusto Rupture Pad Increases efficiency of a truss 50%

REATEST RUPTURE RETAINER

The self-adjusting features of this Pad make it easy to wear, and the Thumb-crew Regulator allows of altering pre-sers at will. Most ruptures grow slowly sorse because trusses that seemed right a the beginning were not. Our improved impliances and advanced methods hourse morrovement for every case and cure Penna, Cerline Limb Specialty Co. 1211-18-10 Filbert St., Philips, Pa. 1211-18-10 Filbert St.

Normal Electric Service Resumed

All restrictions concerning the use of electric light and power under existing contracts have been removed and normal electric service resumed.

Conditions are such, however, that we ask our customers to voluntarily use as little electricity as possible during December, between the hours of 4 P. M. and 7 P. M.

Due to the hearty co-operation of our customers and everyone concerned, curtailment of electricity supply has been accomplished with the least possible inconvenience to the public. We desire to again express our thanks and appreciation for the generous and helpful attitude of the community which made a very serious situation tolerable.

The Philadelphia Electric Company By JOS. B. McCALL

President.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

AFTER Henry had incished finding cabinet vari-sized paper racks, pen restr, ways of spending money in getting center drawer, mission lock," he went my office going—even to the loc for the ratting on about a lot of stuff that I ratting on about a lot of stuff that I spring water—I thought I surely was know what he meant.

Then I stalked out of the place, leavthrough, but-

There you bought your furniture jet. ing him with a sneer on his face, but a flush on it that showed I'd got home. "No. Henry, not yet, but I'll have been one here before the end of the week" of good a recognition and

"Well boss" (here Henry lowered his of good or poor selling—and his main voice to a confidential whisper) "the nan who rented your office got some-now backward with the rent, so I helped their goods in their eagerness to air their him out by taking his furniture can have it vely cheap. Mr. Filint, boss, if yo' like."

I thought if I could buy it sheap it

might be worth while, so I went and looked at it.

There was an old rolling desh, the lid of which kept sticking. There were six chairs, one a revivel desk chairs with arms, I sail on it and turned round. The squeak it gave was fleree.

"Never mind that; what's the price?" LANGUAGES

I snapped.

"Abil tell you, Mr. Flint, boss, that furniture's worth at least \$200, but you can have it—the whole let—for \$50—yassa, jest for a little \$50."

I did not buy. It seemed far too much; then I hadn't the faintest idea of the cost of furniture. I have now, though, and by the prices I should say that office furniture makers are the highest-paid workers in the world. highest-paid workers in the world.

Henry seemed quite downcast when refused to buy and asked me what I'd give, but I told him I intended to have

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